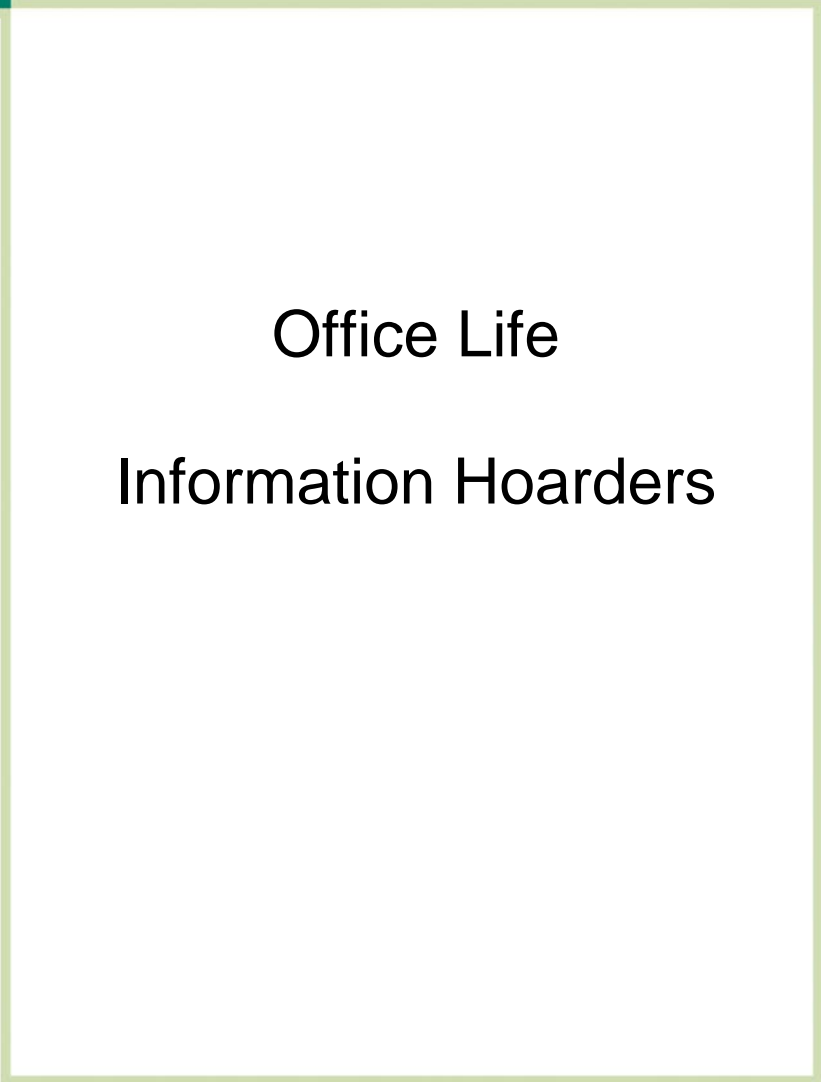


The Sage logo is a dark green square with the word "sage" in white lowercase letters.

sage

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Office Life  
Information Hoarders

## **UK businesses suffer at hands of information hoarders**

*Almost a third of employees deliberately withhold information from colleagues*

Sage (UK) Limited today announces the results of its 'Office Life' survey, which reveals that almost a third (28 per cent) of employees have deliberately withheld company information from their colleagues. The figure is in stark contrast to the 86 per cent of people who believe that keeping information from the rest of the company could have a detrimental effect on the business.

Whilst the vast majority of people believe that it is very important to share information across the company (82 per cent), the results suggest the reality is very different, and barriers between departments exist. Sixty-nine per cent of people feel that human factors (e.g. personality clashes) prevent information being properly shared across departments within their company.

Topping the list of 'information hoarders' is the finance department, of whom 41 per cent confess to withholding information. This was followed by marketing (29 per cent) and human resources (28 per cent).

The survey also revealed that 87 per cent agreed that knowledge gained in a business environment can give individuals a competitive advantage over colleagues. However, a quarter of people said an employee's knowledge is private to them, and it is wrong for the firm to expect that employee to share all their knowledge.

The survey questioned a total of 651 directors/heads of department across five different areas of the business including, finance, IT, human resources, sales and marketing. Companies ranged in size from 100 - 1000+ employees, looking at their attitudes towards sharing information across the company, and the different departments they deal with.

David Pinches, Head of Product Management, from Sage comments, “It is remarkable that almost a third of people are deliberately withholding information from their colleagues, despite the impact that this could have on the company. It is quite clear that barriers and divisions remain between departments and that there is a need to find a way to share information across the company as a whole.”

Nick Voller, Product Manager for Sage 1000 continues, “Whilst people believe that knowledge does indeed give them power, that power is often not put to the best use as far as the well-being of the company is concerned. People naturally tend to want to keep information they have learnt to themselves, but they ultimately need to think about how this will affect the company in the long-term.”

#### **About Sage**

Sage (UK) Limited is a subsidiary of The Sage Group plc, a leading international supplier of business management software solutions. Formed in 1981, the Group was floated on the stock exchange in 1989 and now employs 10,500 people worldwide in its market leading companies throughout Europe and the USA. Further press information is available at <http://www.sagepresscentre.co.uk> or at <http://www.sage.co.uk>

#### **About Sage 1000**

Sage 1000 enables companies to optimise their resources, by automating processes and removing barriers between departments. It is one of the most complete business software packages aimed at the mid-market, combining CRM, ERP, reporting, workflow, web access and self-service. It has been developed to meet demand from businesses for a single business management software product rather than separate, integrated systems.



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